

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	8	4	+100%	11	8	+37.5%
New Listing Volume	\$1,223,700	\$763,000	+60.4%	\$2,383,700	\$1,252,200	+90.4%
Active Listing Count	35	35	+/-	N/A	N/A	
Active Listing Volume	\$9,274,400	\$10,145,840	-8.6%	N/A	N/A	
Average Listing Price	\$264,983	\$289,881	-8.6%	\$270,368	\$287,081	-5.8%
Median Listing Price	\$189,000	\$134,900	+40.1%	\$184,690	\$134,900	+36.9%
Median Days in RPR	180	183	-1.6%	192.27	188.4	+2.1%
Months of Inventory	5.8	11.7	-50%	14.2	7.8	+82.6%
Absorption Rate	17.14%	8.57%	+8.6%	7.04%	12.86%	-5.8%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	8	3	+166.7%	19	5	+280%
New Pending Sales Volume	\$1,207,500	\$382,000	+216.1%	\$3,253,200	\$635,800	+411.7%
Pending Sales Count	8	4	+100%	N/A	N/A	
Pending Sales Volume	\$1,300,900	\$1,015,900	+28.1%	N/A	N/A	
Closed Sales Count	5	2	+150%	11	5	+120%
Closed Sales Volume	\$873,000	\$235,000	+271.5%	\$1,541,000	\$810,000	+90.2%
Average Sales Price	\$174,600	\$117,500	+48.6%	\$140,091	\$162,000	-13.5%
Median Sales Price	\$120,000	\$117,500	+2.1%	\$128,182	\$182,000	-29.6%

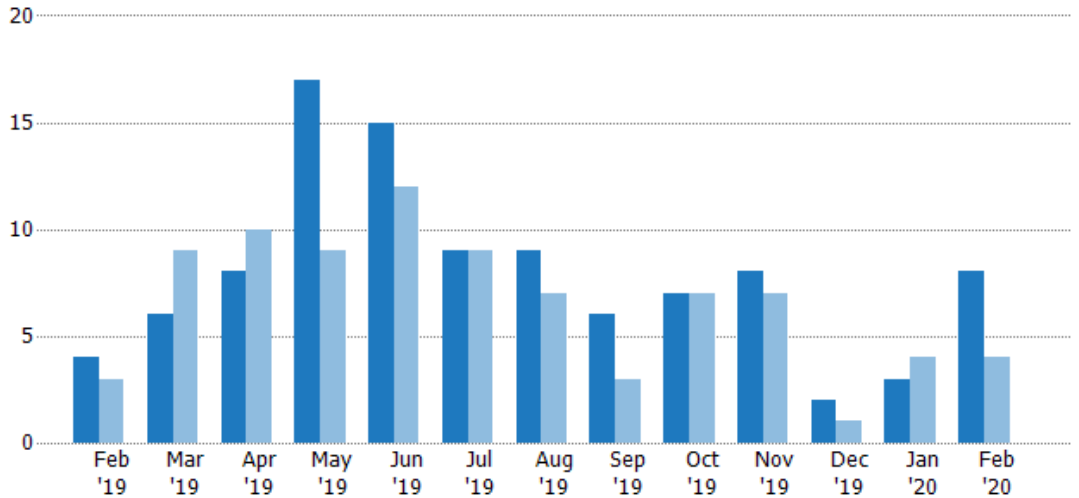
## New Listings

The number of new residential listings that were added each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Feb '20	8	100%
Feb '19	4	33.3%
Feb '18	3	33.3%



Current Year	4	6	8	17	15	9	9	6	7	8	2	3	8
Prior Year	3	9	10	9	12	9	7	3	7	7	1	4	4
Percent Change from Prior Year	33%	-33%	-20%	89%	25%	0%	29%	100%	0%	14%	100%	-25%	100%

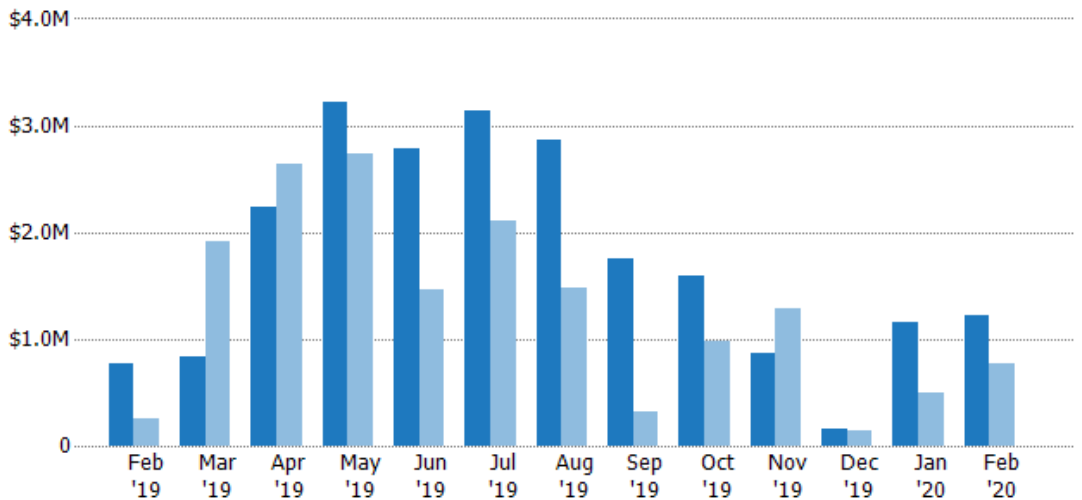
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$1.22M	60.4%
Feb '19	\$763K	207.8%
Feb '18	\$248K	342.9%



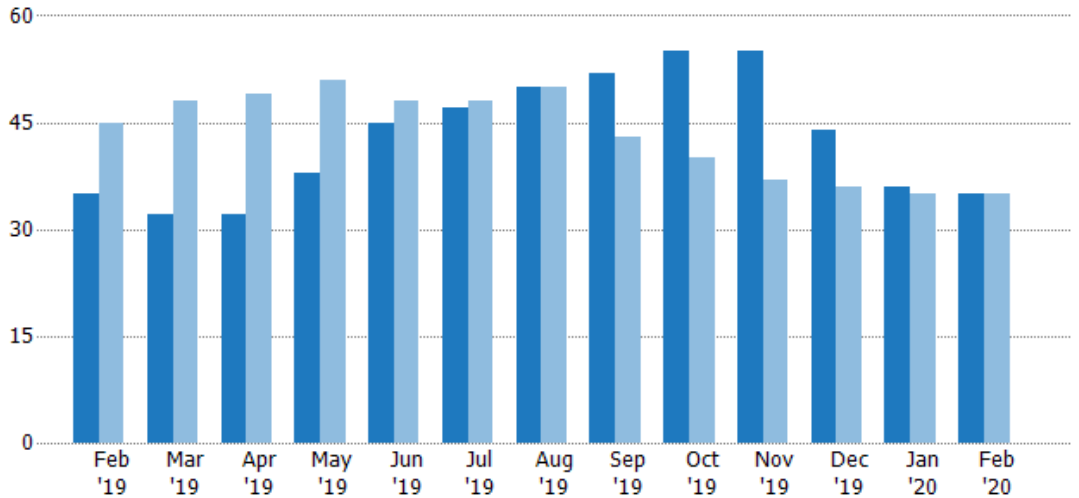
Current Year	\$763K	\$832K	\$2.24M	\$3.23M	\$2.78M	\$3.14M	\$2.86M	\$1.74M	\$1.6M	\$867K	\$164K	\$1.16M	\$1.22M
Prior Year	\$248K	\$1.91M	\$2.64M	\$2.74M	\$1.46M	\$2.1M	\$1.48M	\$317K	\$987K	\$1.29M	\$145K	\$489K	\$763K
Percent Change from Prior Year	208%	-56%	-15%	18%	91%	49%	94%	450%	62%	-33%	13%	137%	60%

## Active Listings

The number of active residential listings at the end of each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



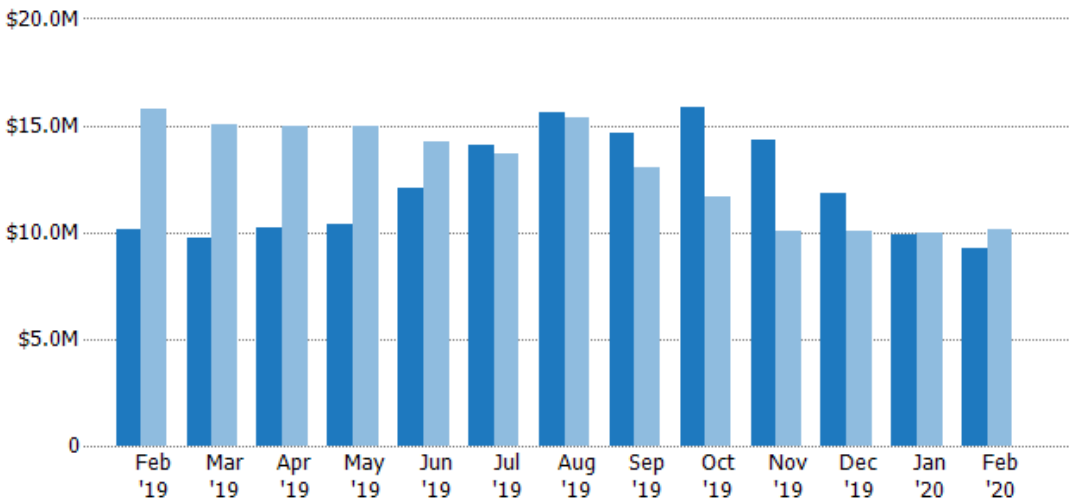
Month/Year	Count	% Chg.
Feb '20	35	0%
Feb '19	35	-22.2%
Feb '18	45	17.8%

## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Volume	% Chg.
Feb '20	\$9.27M	-8.6%
Feb '19	\$10.1M	-35.7%
Feb '18	\$15.8M	-16.5%

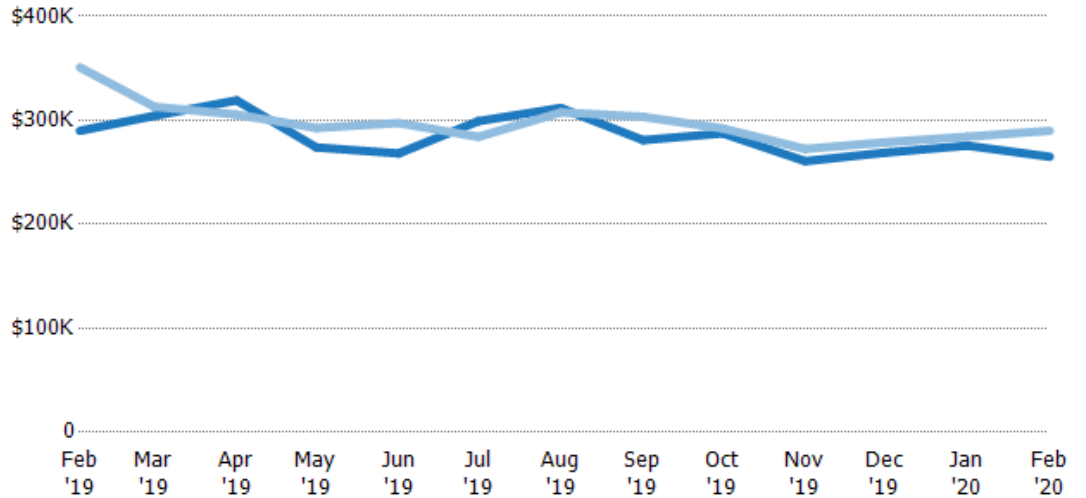
## Average Listing Price

The average listing price of active residential listings at the end of each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$265K	-8.6%
Feb '19	\$290K	-17.4%
Feb '18	\$351K	-29.1%



Current Year	\$290K	\$304K	\$319K	\$274K	\$268K	\$299K	\$312K	\$281K	\$287K	\$261K	\$269K	\$276K	\$265K
Prior Year	\$351K	\$313K	\$306K	\$293K	\$297K	\$284K	\$308K	\$303K	\$292K	\$272K	\$279K	\$284K	\$290K
Percent Change from Prior Year	-17%	-3%	4%	-6%	-10%	5%	1%	-7%	-2%	-4%	-4%	-3%	-9%

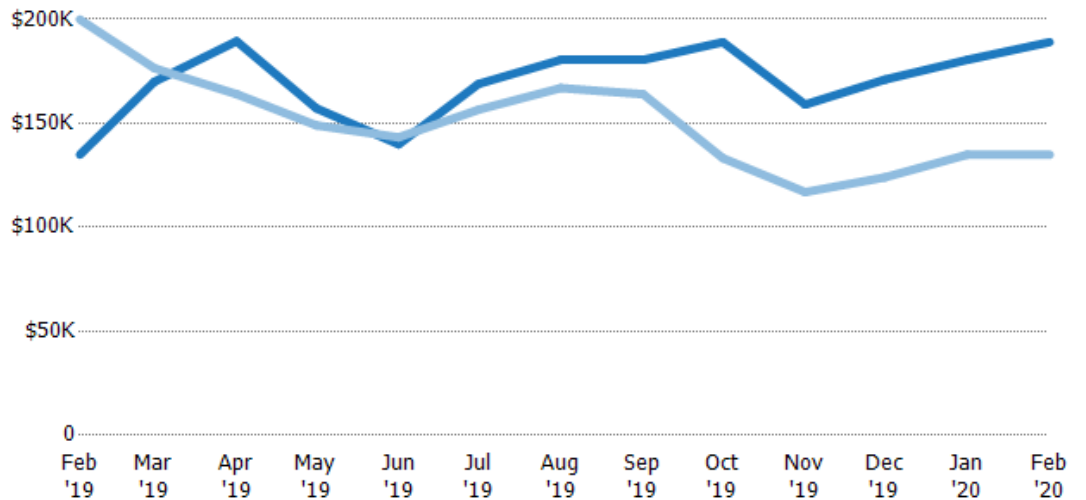
## Median Listing Price

The median listing price of active residential listings at the end of each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$189K	40.1%
Feb '19	\$135K	-32.5%
Feb '18	\$200K	-30%



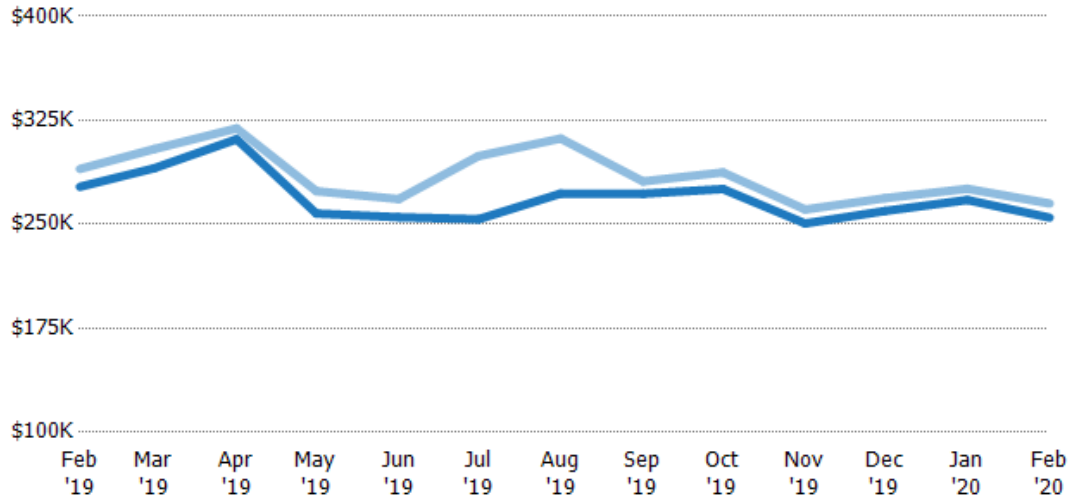
Current Year	\$135K	\$170K	\$189K	\$157K	\$140K	\$169K	\$181K	\$181K	\$189K	\$159K	\$171K	\$181K	\$189K
Prior Year	\$200K	\$177K	\$164K	\$149K	\$143K	\$157K	\$167K	\$164K	\$133K	\$117K	\$124K	\$135K	\$135K
Percent Change from Prior Year	-33%	-4%	16%	6%	-2%	8%	8%	10%	42%	36%	38%	34%	40%

## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



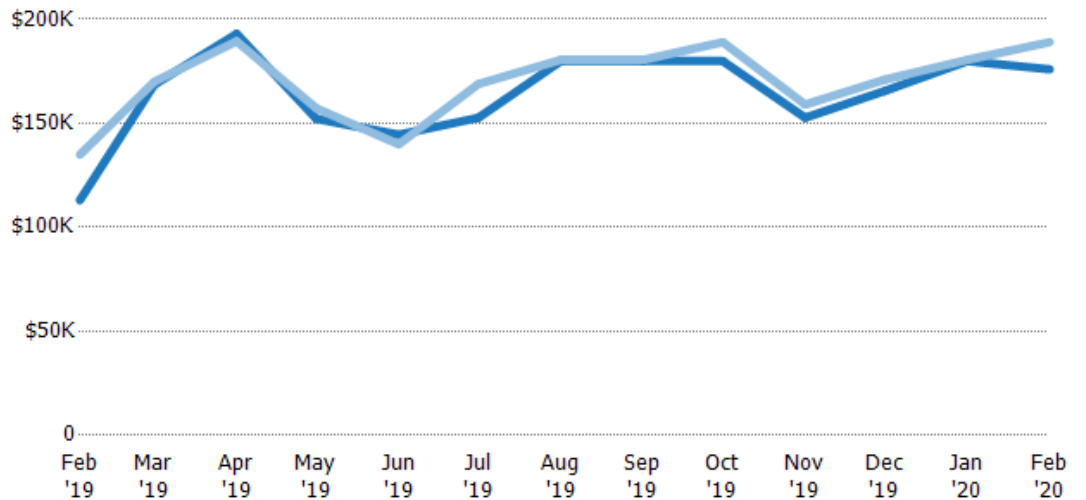
Avg Est Value	\$277K	\$290K	\$311K	\$258K	\$255K	\$254K	\$272K	\$272K	\$275K	\$251K	\$260K	\$268K	\$255K
Avg Listing Price	\$290K	\$304K	\$319K	\$274K	\$268K	\$299K	\$312K	\$281K	\$287K	\$261K	\$269K	\$276K	\$265K
Avg Listing Price as a % of Avg Est Value	105%	105%	103%	106%	105%	118%	115%	103%	104%	104%	104%	103%	104%

## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



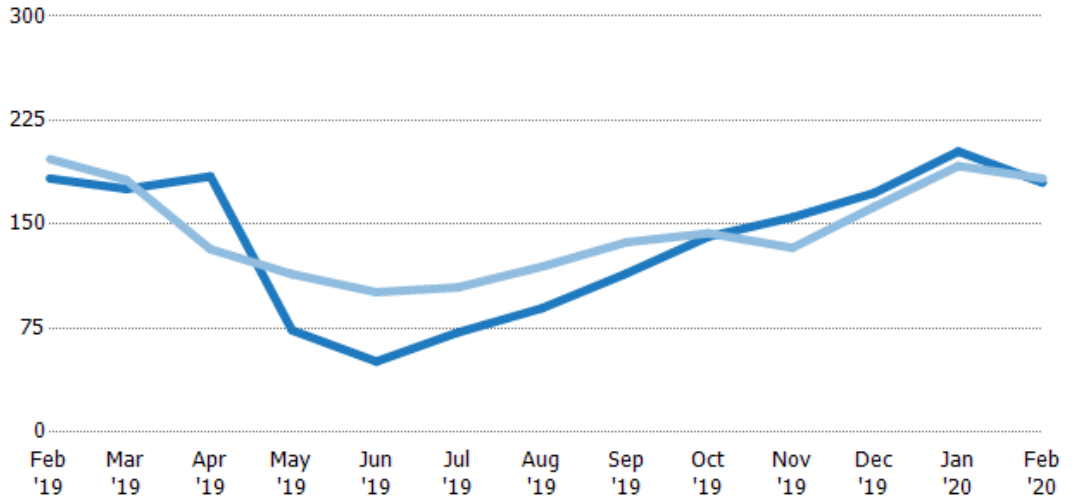
Median Est Value	\$113K	\$169K	\$193K	\$152K	\$145K	\$153K	\$180K	\$180K	\$180K	\$153K	\$166K	\$180K	\$176K
Median Listing Price	\$135K	\$170K	\$189K	\$157K	\$140K	\$169K	\$181K	\$181K	\$189K	\$159K	\$171K	\$181K	\$189K
Med Listing Price as a % of Med Est Value	119%	101%	98%	103%	97%	111%	100%	100%	105%	104%	103%	100%	107%

## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Days	% Chg.
Feb '20	180	-1.6%
Feb '19	183	-7.1%
Feb '18	197	-5.1%

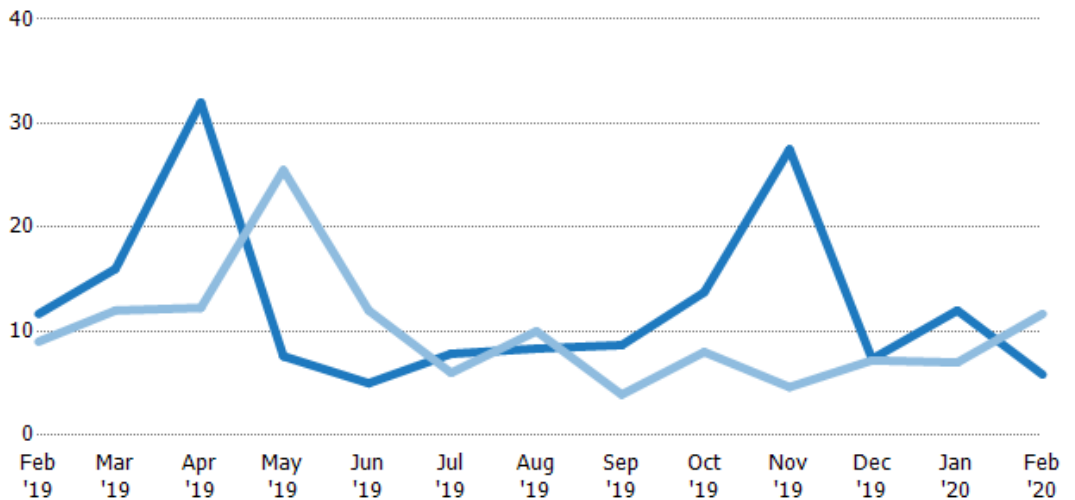
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	183	176	185	73.5	51	72	89.5	115	141	155	173	203	180
Prior Year	197	182	132	114	101	105	120	137	144	133	163	192	183
Percent Change from Prior Year	-7%	-4%	40%	-36%	-50%	-31%	-25%	-16%	-2%	17%	6%	5%	-2%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Month/Year	Months	% Chg.
Feb '20	5.83	-50%
Feb '19	11.7	29.6%
Feb '18	9	96.3%

	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	11.7	16	32	7.6	5	7.83	8.33	8.67	13.8	27.5	7.33	12	5.83
Prior Year	9	12	12.3	25.5	12	6	10	3.91	8	4.63	7.2	7	11.7
Percent Change from Prior Year	30%	33%	161%	-70%	-58%	31%	-17%	122%	72%	495%	2%	71%	-50%

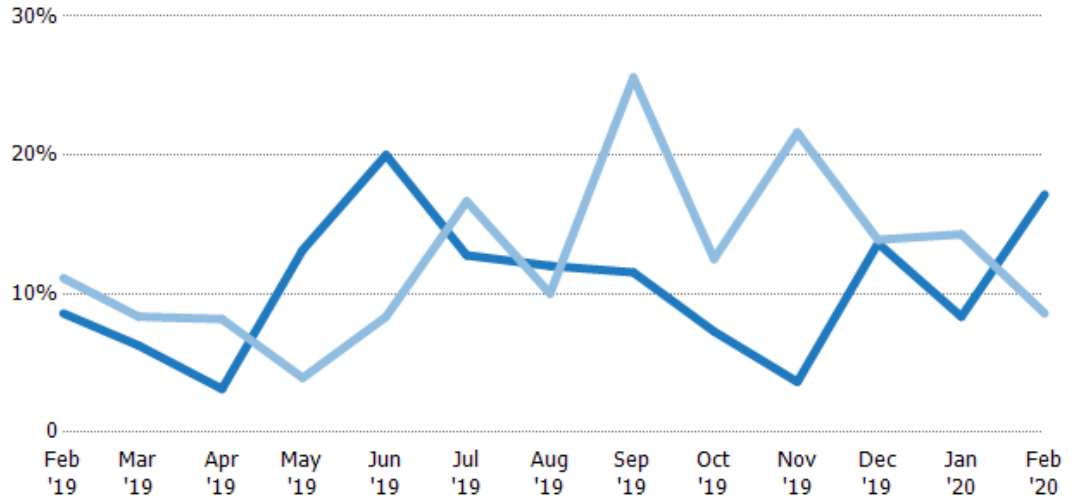
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Rate	Chg.
Feb '20	17%	-8.6%
Feb '19	9%	2.5%
Feb '18	11%	-49.1%



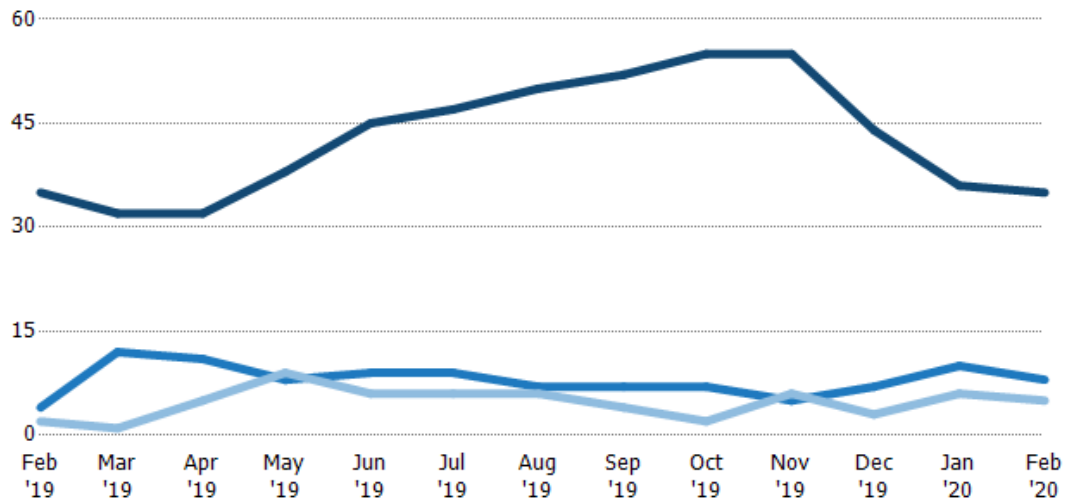
Current Year	9%	6%	3%	13%	20%	13%	12%	12%	7%	4%	14%	8%	17%
Prior Year	11%	8%	8%	4%	8%	17%	10%	26%	13%	22%	14%	14%	9%
Change from Prior Year	3%	2%	5%	-9%	-12%	4%	-2%	14%	5%	18%	0%	6%	-9%

## Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Active	35	32	32	38	45	47	50	52	55	55	44	36	35
Pending	4	12	11	8	9	9	7	7	7	5	7	10	8
Sold	2	1	5	9	6	6	6	4	2	6	3	6	5

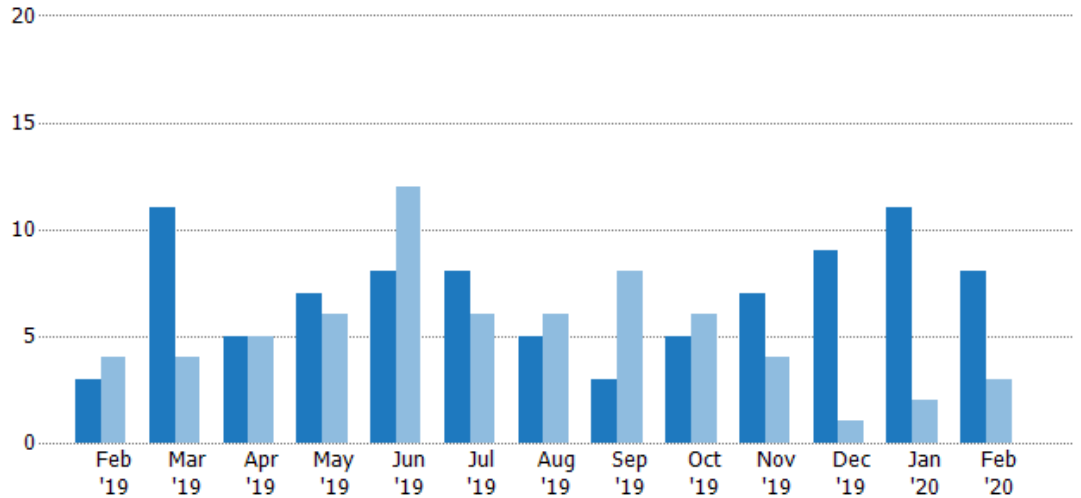
## New Pending Sales

The number of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Feb '20	8	166.7%
Feb '19	3	-25%
Feb '18	4	75%



Current Year	3	11	5	7	8	8	5	3	5	7	9	11	8
Prior Year	4	4	5	6	12	6	6	8	6	4	1	2	3
Percent Change from Prior Year	-25%	175%	0%	17%	-33%	33%	-17%	-63%	-17%	75%	800%	450%	167%

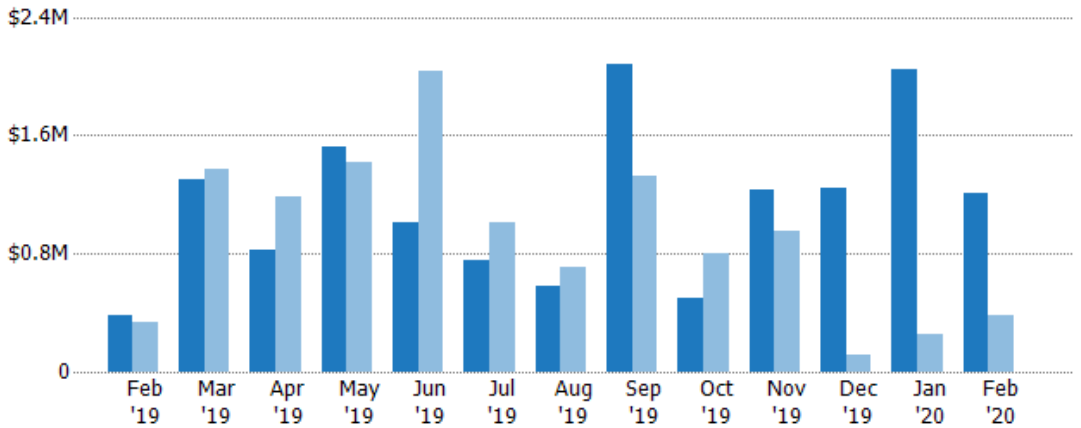
## New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$1.21M	216.1%
Feb '19	\$382K	15.3%
Feb '18	\$331K	162.8%



Current Year	\$382K	\$1.31M	\$821K	\$1.53M	\$1.01M	\$756K	\$583K	\$2.08M	\$499K	\$1.23M	\$1.25M	\$2.05M	\$1.21M
Prior Year	\$331K	\$1.37M	\$1.18M	\$1.42M	\$2.03M	\$1.01M	\$703K	\$1.33M	\$803K	\$947K	\$117K	\$254K	\$382K
Percent Change from Prior Year	15%	-5%	-31%	7%	-50%	-25%	-17%	57%	-38%	30%	965%	706%	216%



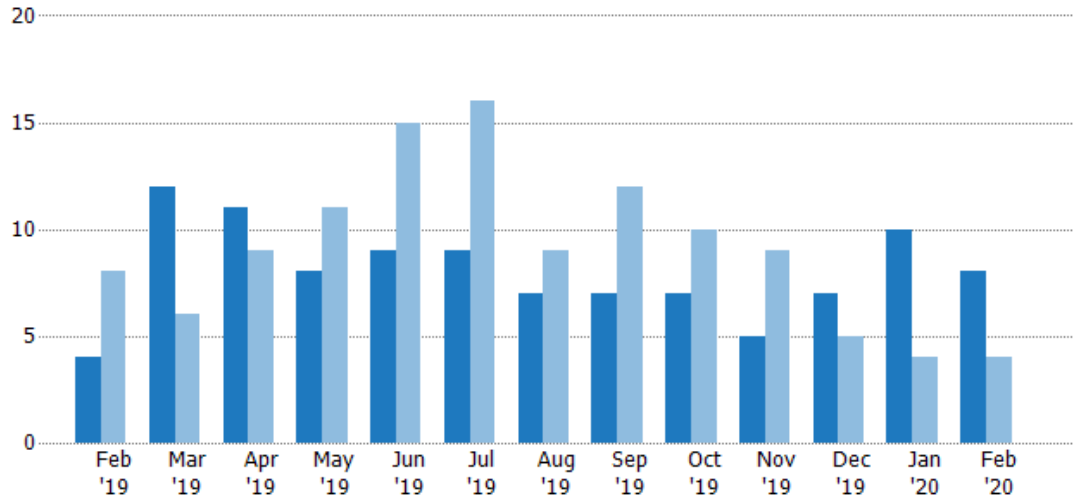
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Count	% Chg.
Feb '20	8	100%
Feb '19	4	-50%
Feb '18	8	37.5%



Current Year	4	12	11	8	9	9	7	7	7	5	7	10	8
Prior Year	8	6	9	11	15	16	9	12	10	9	5	4	4
Percent Change from Prior Year	-50%	100%	22%	-27%	-40%	-44%	-22%	-42%	-30%	-44%	40%	150%	100%

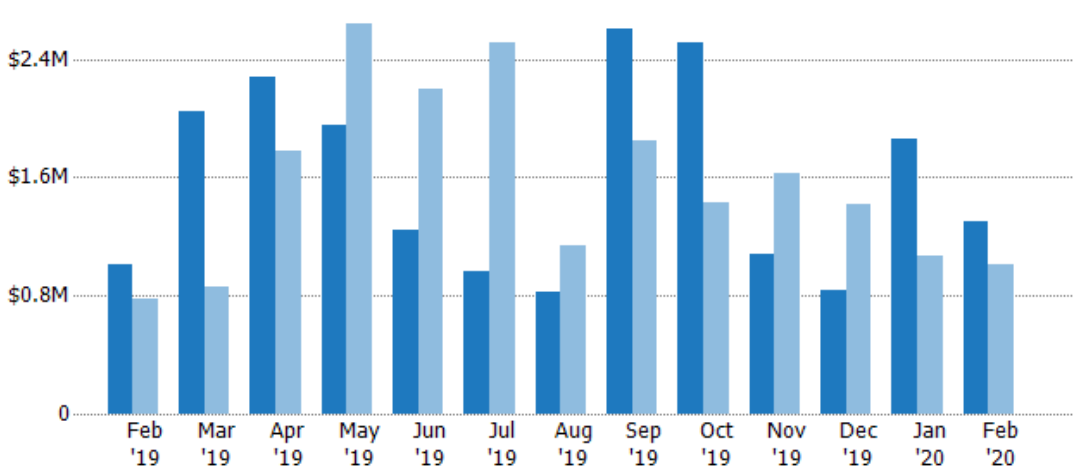
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$1.3M	28.1%
Feb '19	\$1.02M	30%
Feb '18	\$781K	34.1%



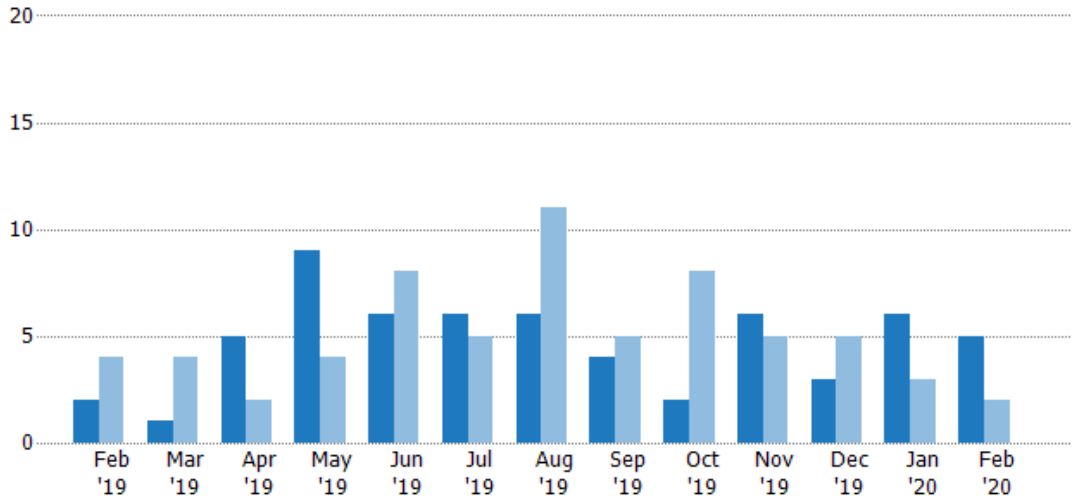
Current Year	\$1.02M	\$2.04M	\$2.28M	\$1.95M	\$1.24M	\$962K	\$825K	\$2.61M	\$2.51M	\$1.08M	\$833K	\$1.86M	\$1.3M
Prior Year	\$781K	\$861K	\$1.78M	\$2.64M	\$2.2M	\$2.52M	\$1.13M	\$1.85M	\$1.43M	\$1.63M	\$1.41M	\$1.07M	\$1.02M
Percent Change from Prior Year	30%	137%	28%	-26%	-44%	-62%	-27%	41%	76%	-33%	-41%	75%	28%

## Closed Sales

The total number of residential properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



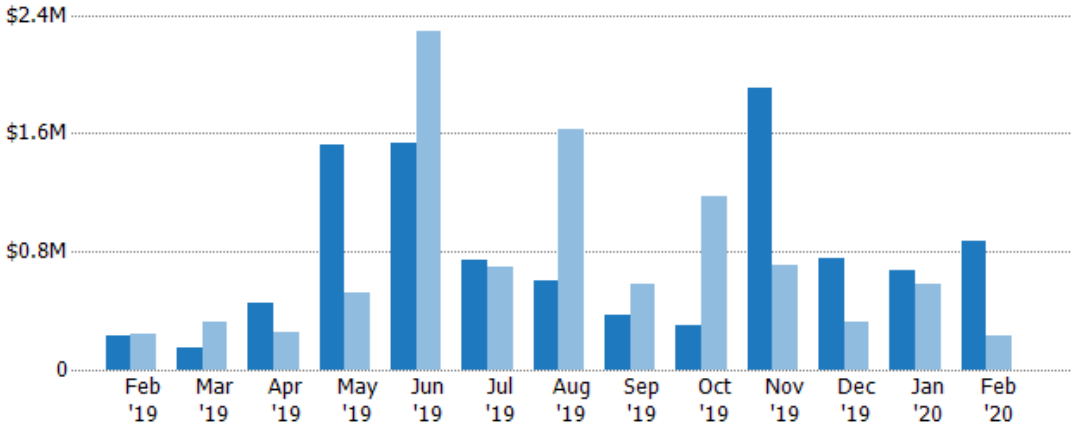
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	2	1	5	9	6	6	6	4	2	6	3	6	5
Prior Year	4	4	2	4	8	5	11	5	8	5	5	3	2
Percent Change from Prior Year	-50%	-75%	150%	125%	-25%	20%	-45%	-20%	-75%	20%	-40%	100%	150%

## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



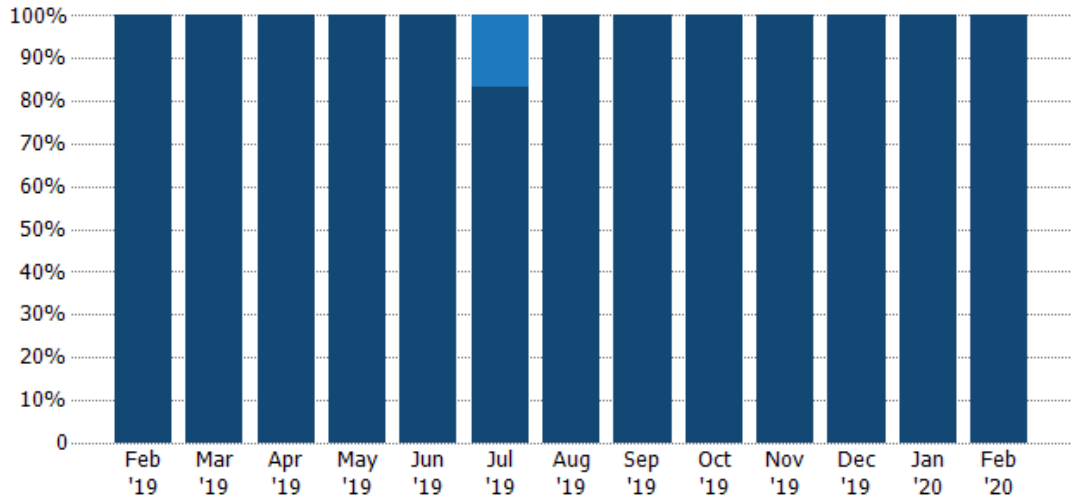
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$235K	\$150K	\$456K	\$1.52M	\$1.54M	\$737K	\$608K	\$375K	\$304K	\$1.91M	\$753K	\$668K	\$873K
Prior Year	\$243K	\$326K	\$252K	\$520K	\$2.29M	\$695K	\$1.63M	\$578K	\$1.17M	\$711K	\$327K	\$575K	\$235K
Percent Change from Prior Year	-3%	-54%	81%	192%	-33%	6%	-63%	-35%	-74%	168%	130%	16%	271%

## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



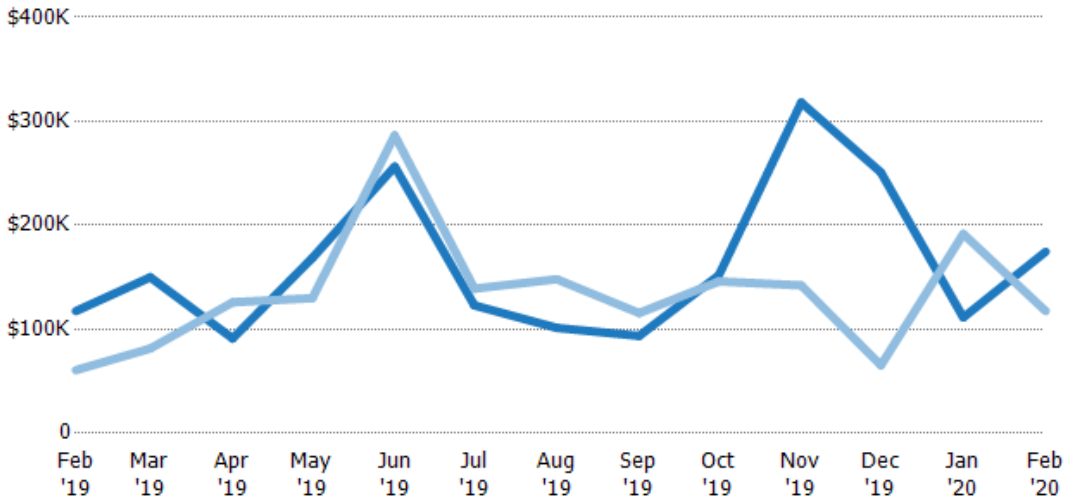
Condo/Townhouse	-	-	-	-	-	17%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	83%	100%	100%	100%	100%	100%	100%	100%

## Average Sales Price

The average sales price of the residential properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Current Year	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K
Prior Year	\$60.7K	\$81.5K	\$126K	\$130K	\$286K	\$139K	\$148K	\$116K	\$146K	\$142K	\$65.3K	\$192K	\$118K
Percent Change from Prior Year	93%	84%	-28%	30%	-10%	-12%	-32%	-19%	4%	124%	284%	-42%	49%

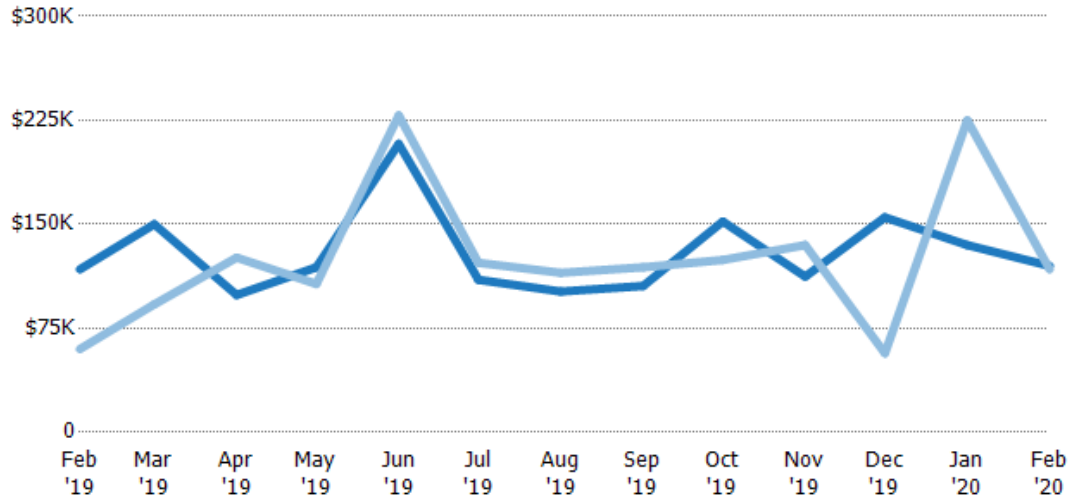
## Median Sales Price

The median sales price of the residential properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$120K	2.1%
Feb '19	\$118K	95.8%
Feb '18	\$60K	28.3%



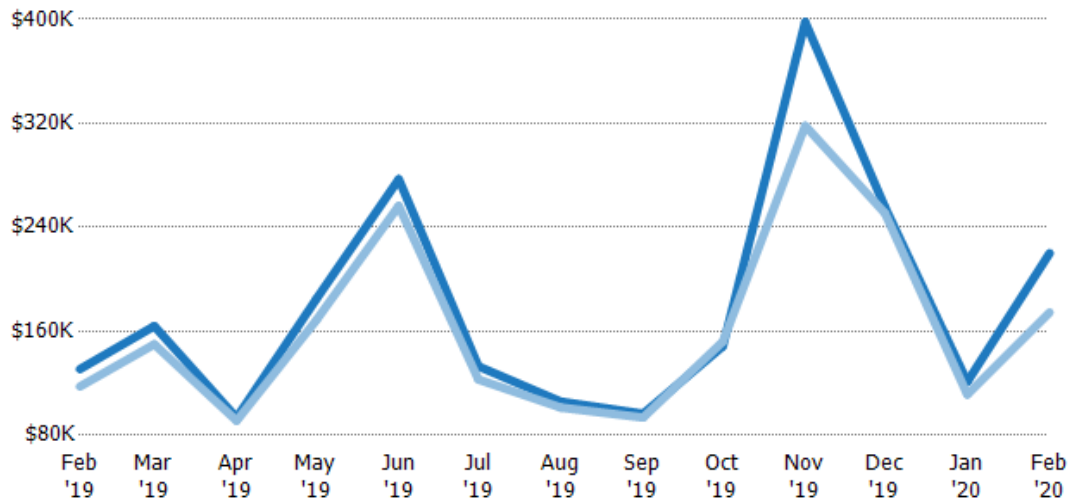
Current Year	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K
Prior Year	\$60K	\$92.3K	\$126K	\$107K	\$229K	\$122K	\$115K	\$119K	\$124K	\$135K	\$57K	\$225K	\$118K
Percent Change from Prior Year	96%	63%	-21%	11%	-9%	-10%	-12%	-11%	22%	-17%	172%	-40%	2%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



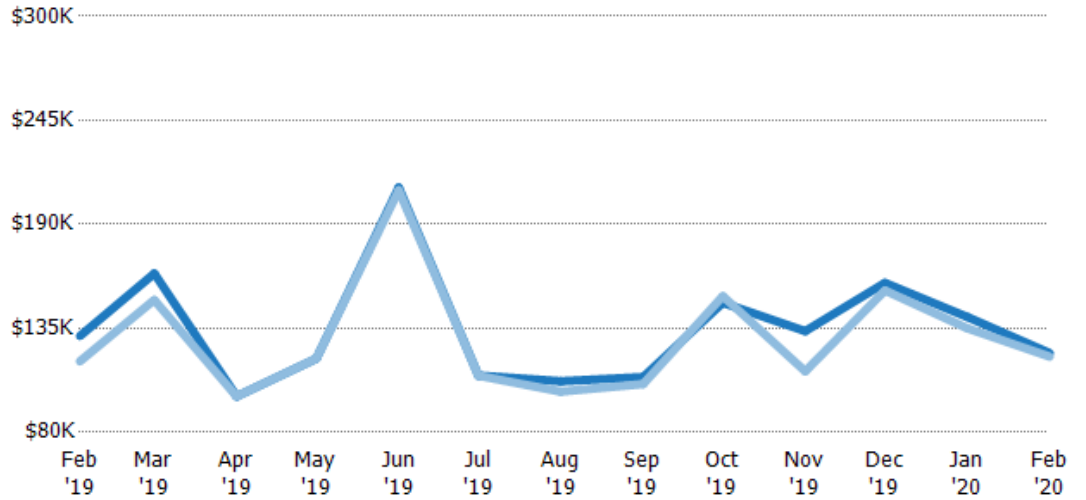
Avg List Price	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K
Avg Sales Price	\$118K	\$150K	\$91.2K	\$169K	\$256K	\$123K	\$101K	\$93.6K	\$152K	\$318K	\$251K	\$111K	\$175K
Avg Sales Price as a % of Avg List Price	90%	91%	97%	91%	93%	92%	96%	97%	102%	80%	98%	92%	79%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



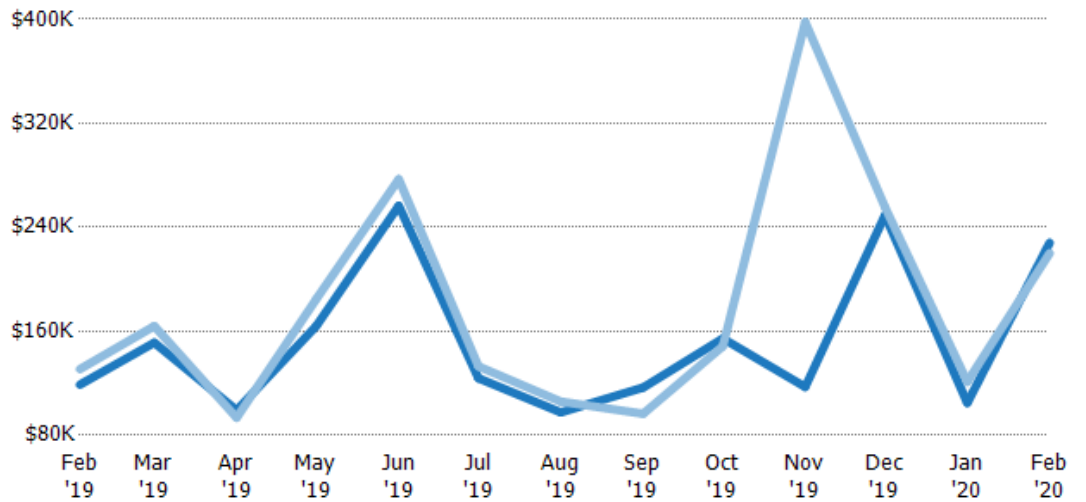
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K
Median Sales Price	\$118K	\$150K	\$99K	\$119K	\$208K	\$110K	\$102K	\$106K	\$152K	\$112K	\$155K	\$135K	\$120K
Med Sales Price as a % of Med List Price	90%	91%	100%	100%	99%	100%	95%	97%	102%	84%	97%	96%	98%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



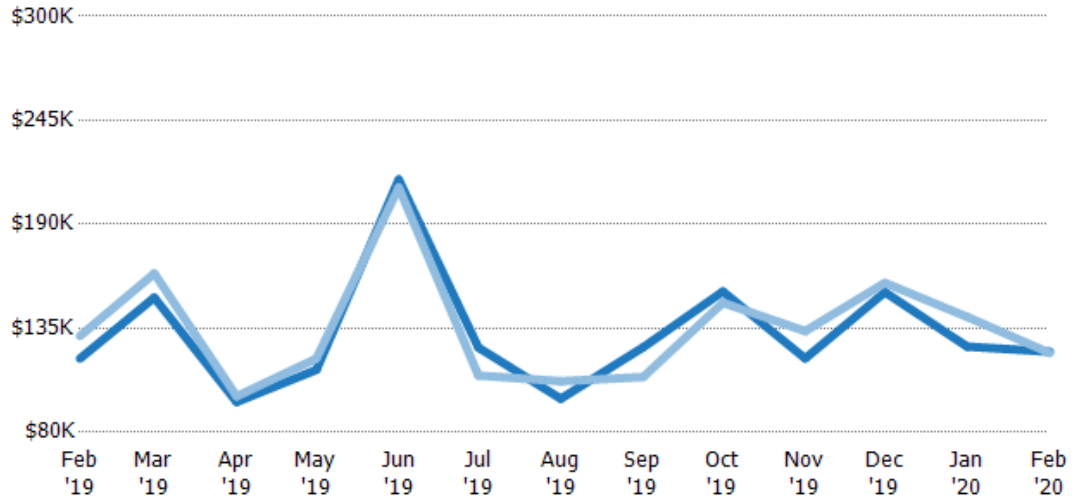
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$119K	\$151K	\$99.3K	\$164K	\$257K	\$124K	\$97.6K	\$117K	\$154K	\$117K	\$249K	\$105K	\$228K
Avg Sales Price	\$131K	\$164K	\$93.5K	\$185K	\$277K	\$133K	\$106K	\$96.6K	\$149K	\$398K	\$256K	\$121K	\$220K
Avg Sales Price as a % of Avg Est Value	110%	108%	94%	113%	108%	107%	109%	83%	96%	340%	103%	115%	96%

## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: North Springfield, VT 05150,  
Springfield, VT 05156  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Median Est Value	\$119K	\$151K	\$96K	\$113K	\$214K	\$125K	\$97.7K	\$125K	\$154K	\$119K	\$154K	\$125K	\$123K
Median Sales Price	\$131K	\$164K	\$99K	\$119K	\$209K	\$110K	\$107K	\$109K	\$149K	\$134K	\$159K	\$141K	\$122K
Med Sales Price as a % of Med Est Value	110%	108%	103%	105%	98%	88%	110%	87%	96%	112%	103%	113%	99%